

Message Text

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TAGS: EPAP, ATRD, AR

SUBJECT: GRAIN TRADE - ARGENTINE PROPOSAL FOR BILATERAL
TALKS

FOLLOWING IS TEXT OF PAPER ON THIS SUBJECT PREPARED FOR USE
DURING SECRETARY'S VISIT TO ARGENTINA:

1. ARGENTINE POSITION: ARGENTINA HAS PROPOSED BILATERAL
CONSULTATIONS AT A TECHNICAL AND POLICY LEVEL TO EXPLORE THE
POSSIBILITY OF AN UNDERSTANDING BETWEEN OUR TWO GOVERNMENTS
ON THE EXPORT MARKETING OF GRAIN. THE ARGENTINES SEEK TO
REDUCE THE COMPETITIVE PRESSURE OF U.S. EXPORTS ON THEIR
GRAIN SALES TO THIRD COUNTRY MARKETS.

2. U.S. POSITION: WE SEE NO NEED FOR OR BENEFITS TO BE
DERIVED FROM A BILATERAL UNDERSTANDING ON GRAIN MARKETING
AS PROPOSED BY ARGENTINA. IN FACT, SUCH AN AGREEMENT
WOULD BE CONTRARY TO OUR GENERAL POLICY ON COMMODITIES.

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3. A FAR MORE PRESSING PROBLEM, IN OUR VIEW, IS THAT OF WORLD FOOD SECURITY AND THE RESULTANT NEED FOR AN INTERNATIONAL AGREEMENT ON GRAIN RESERVES.

4. WE ARE INTERESTED IN MEETING WITH ARGENTINE REPRESENTATIVES ON GRAIN ISSUES, BUT OUR PRIMARY PURPOSE WOULD BE A DETAILED EXCHANGE OF VIEWS ON A RESERVES AGREEMENT. WE WOULD, OF COURSE, BE WILLING TO LISTEN TO A PROPOSAL FOR MARKET SHARING, BUT SHOULD GIVE NO INDICATION THAT WE WOULD SUPPORT IT.

YOUR TALKING POINTS:

5. -- WE ARE FIRMLY CONVINCED OF THE NEED FOR AN INTERNATIONAL SYSTEM OF GRAIN RESERVES, AND BELIEVE THAT THIS OFFERS THE MOST EFFECTIVE MEANS AVAILABLE TO PROTECT THE INTERESTS OF BOTH PRODUCERS AND CONSUMERS.

6. -- THE RECENT MEETING OF REPRESENTATIVES OF GRAIN EXPORTING COUNTRIES (ARGENTINA, CANADA, AUSTRALIA, THE EUROPEAN COMMUNITY AND THE U.S.), HELD IN LONDON FEBRUARY 8 PROVED TO BE VERY USEFUL AND DEMONSTRATED THE VALUE OF SUCH CONSULTATIONS TO ALL PARTIES. WE LOOK FORWARD TO HOLDING SIMILAR DISCUSSIONS IN THE FUTURE, POSSIBLY IN SEPTEMBER OR OCTOBER.

7. -- IN ADDITION, WE HOPE TO HAVE AN OPPORTUNITY TO MEET WITH ARGENTINE REPRESENTATIVES OVER THE NEXT FEW MONTHS, EITHER IN THE COURSE OF INTERNATIONAL WHEAT COUNCIL MEETINGS IN LONDON OR ON A BILATERAL BASIS IN WASHINGTON, TO DISCUSS PROPOSALS FOR AN INTERNATIONAL AGREEMENT ON GRAIN RESERVES. THESE MEETINGS COULD ALSO COVER QUESTIONS OF PARTICULAR INTEREST TO ARGENTINA. KISSINGER

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